

Organization Information

Email *

johnnewkirk@pacrep.org

Name of Applicant Organization: *

Pacific Repertory Theatre

Name and Position/Title of staff applying on behalf of the Organization: *

John Newkirk, Development & Marketing Executive

Organization Mailing Address: *

PO Box 222035

Telephone Number: *

831-622-0700

Email: *

johnnewkirk@pacrep.org

Geographic Area(s) the Organization serves: *

Monterey Peninsula and beyond

Age groups served by the Organization: *

- ☒ 0-12
- ☒ 13-17
- ☒ 18-24
- ☒ 25-34
- ☒ 35-44
- ☒ 45-54
- ☒ 55-64
- ☒ 65 and over

Number of Carmel-by-the-Sea (93921) residents the Organization serves: *

1500 annual average

Is this Organization incorporated as a Nonprofit Organization? *

- ☒ Yes
- ☐ No

Is this Organization a Carmel school? *

☐ Yes

☒ No

Project/Program Details

Project/Program Name: *

School of Dramatic Arts (SoDA)

Amount requested (up to \$3,000): *

\$3,000

Please provide a description of the Project, Program, or Service that the City of Carmel-by-the-Sea grant funding will be used to support. *

The City Council Discretionary Grant will support PacRep's School of Dramatic Arts (SoDA), which has programs for Monterey County youth, offering low-cost after school classes, summer camps, and the Saturday Academy. It is generally accepted by educators and others that the arts are a powerful vehicle for reaching, motivating, and teaching a student. Without the arts to shape imaginations, young people become culturally deprived as they mature into adulthood. SoDA students are able to shape their imaginations, explore new techniques, think "critically" in new ways that expand their interest in learning, as well as develop verbal skills, self-esteem, teamwork, confidence and self-motivation. The more students live up to the expectations of the SoDA program, the more empowered they become. Helping students grow in the arts is one of the best investments that can be made in the future citizens of our community.

Please provide the project, program, or service objectives that the City of Carmel-by-the-Sea grant funding will be used to support. *

SoDA is PacRep's educational program, founded in 2000. The year-round school is housed at Carmel's Forest Theater and specializes in all aspects of the performing arts through structured classes and summer camps. SoDAonStage also provides performing opportunities for young people on the stage of the Golden Bough Playhouse and at the Outdoor Forest Theater. SoDA serves children and young people from 4 to 18 years of age. During 2022, we enrolled more than 100 students. We are constantly striving to offer curricula that meet the needs of the children we serve, and we vary our class offerings accordingly. At the same time, we are eager for students to receive a well-rounded theater arts education to prepare them for continued training and to strengthen their ability to succeed in college, business, and in the community. To that end, we have placed a renewed emphasis on offering our SoDA students chances to perform in fully staged productions. In November/December of last year, we produced a very successful run of Rudolph the Red-Nosed Reindeer, The Musical through our SoDAonStage program, allowing more than thirty children from all around Monterey County a chance to perform in a professional setting, alongside experienced adult performers, executing numerous musical numbers in full costume and choreography. For many of our younger performers, this was their first theatrical experience.

Please describe the specific benefit to the Carmel-by-the-Sea community that your project, program, or service will provide, including the target population and number of community members that will be served. *

SoDA Classes, Camps and SoDAonStage productions include children and young people throughout Monterey County, with the majority of the participants residing in the Carmel area and on the Monterey Peninsula. SoDA activities are available to any child who has the time, interest and discipline to participate. Based upon a 5-year average, we anticipate that 130-150 unduplicated students will participate in SoDA classes and summer camps over the next 12 months. In addition to enrollment numbers, we continue to conduct surveys of SoDA participants and their parents, assessing how students have progressed in the SoDA programs, if students are improving their communication skills, their ability to work as a member of a team, and if SoDA has made a difference in their traditional schoolwork, as well.

Through our free Tix4Kids program, and with three eligible productions in 2022, we welcomed over 500 students to our audiences. While we anticipate similar results in 2023, we have increased the number of organizations and schools who have been invited to participate, so we may see a significant increase in the number of participants. A two-year average shows that over 100 adult chaperones have attended along with the students.

Please describe how your organization would use the funding awarded, including equipment or services that would be purchased and why. *

Funds will be used to support teaching materials, instructor salaries and SoDA outreach efforts. PacRep continues its expansion of arts education outreach, providing teachers and production assistance to schools throughout the county, including providing guidance in the development of the drama programs at Marina and Seaside High Schools, and providing after-school teaching staff for Santa Catalina School and Seaside High. In addition, we are emphasizing our outreach to underserved communities in Monterey County offering subsidized tickets through our Tix4Kids program, and by establishing a relationship with the Childrens Theater Program at Sol Treasures in King City.

Attachments

Please provide the following attachments via email to cityclerk@ci.carmel.ca.us. Make sure to include the name of the Organization in the subject line of the email and on all attachments.

- A copy of the Organization's proof of non-profit status, with a copy of the letter from the IRS.
- A detailed, line item budget plan for the project, program, or service's use of the grant funds.
- A current, detailed operating budget that includes information on your organization's annual sources of revenue received.
- The Organization's past two year's financial statements - including the current year - with balance sheets, sources of revenue, profit/loss statements and indicating the percentage of revenue that is used for administration, salaries and program costs.

Certification and Signature

The Applicant Organization acknowledges and agrees to the following:

- That it is subject to all City Council Discretionary Funds Grant Program requirements, including submittal deadlines and payment disbursements.
- That it will not spend City Council Discretionary Funds Grant Program funds on ineligible activities/services as outlined in City Council Policy C16- : City Council Discretionary Funds Grant Program.
- The awarding of City Council Discretionary Funds Grant Program funding does not constitute an automatic annual allocation.
- City Council Discretionary Funds Grant Program funding, if allocated, will be for the sole use as reflected

in this application form.

- As a condition of receiving funds, an agreement with the City of Carmel-by-the-Sea in a form and with content provided by the City, will be signed and executed by a duly authorized representative of the applicant organization.
- All funds awarded must be spent by the end of the fiscal year (June 30).
- The recipient shall provide a full accounting with documentation on the use of awarded funds within 30 days after the end of the Project/Program/Service or by June 30 of the fiscal year in which funds were awarded.
- The recipient shall return to the City any funds not spent or documented per the signed agreement.
- The City reserves the right to conduct an audit and/or require additional backup information to substantiate how funds received from the City were expended. Failure to provide proper documentation may jeopardize future funding.

I certify on behalf of the above named nonprofit applicant organization that I have read, understand and agree that the aforesaid information is accurate, factual, and current.

Name and Title of staff applying on behalf of the Organization *

John Newkirk - Development & Marketing Executive

Organization name *

Pacific Repertory Theatre

Date *

MM DD YYYY

04 / 03 / 2023

This form was created inside of Carmel-by-the-Sea.

Google Forms



IRS Department of the Treasury
Internal Revenue Service

P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248164828
May 16, 2011 LTR 4168C E0
77-0026957 000000 00

00022158
BODC: TE

PACIFIC REPERTORY THEATRE
PO BOX 222035
CARMEL CA 93922-2035



066368

Employer Identification Number: 77-0026957
Person to Contact: Tonya Morris
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your May 05, 2011, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in June 1984.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section 509(a)(2).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

Please refer to our website www.irs.gov/eo for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.



Secretary of State

Certificate of Status

I, SHIRLEY N. WEBER, PH.D., California Secretary of State, hereby certify:

Entity Name:	PACIFIC REPERTORY THEATRE
Entity No.:	1141843
Registration Date:	05/13/1983
Entity Type:	Nonprofit Corporation - CA - Public Benefit
Formed In:	CALIFORNIA
Status:	Active

The above referenced entity is active on the Secretary of State's records and is authorized to exercise all its powers, rights and privileges in California.

This certificate relates to the status of the entity on the Secretary of State's records as of the date of this certificate and does not reflect documents that are pending review or other events that may impact status.

No information is available from this office regarding the financial condition, status of licenses, if any, business activities or practices of the entity.



IN WITNESS WHEREOF, I execute this certificate and affix the Great Seal of the State of California this day of October 29, 2022.

SHIRLEY N. WEBER, PH.D.
Secretary of State

Certificate No.: 056200415

To verify the issuance of this Certificate, use the Certificate No. above with the Secretary of State Certification Verification Search available at bizfileOnline.sos.ca.gov.

2023 SoDA Budget**Organization Name: Pacific Repertory Theatre****INCOME** *Attributable to SoDA-related Activities***Ticket Sales**

Season Flex Pass	\$5,760
Single Tickets	\$210,700
Group Sales	\$16,500
Svc Chgs.	\$24,260

Education Revenue **257,220**

SoDA Tuition \$42,000

Related Sales **42,000**

Concessions \$25,000

Contributed Income **17,500**

Individual Donations \$10,000

SoDA Underwriters \$15,000

Service Clubs \$5,000

Soda Indv/Family Fdn \$2,000

Chapman Foundation/Other \$5,000

Ransom Fdn \$10,000

Harden Fdn \$15,000

Barnet Segal Trust \$10,000

Other Foundations **\$5,000****77,000****TOTAL INCOME** **393,720****EXPENSES** *Attributable to SoDA-related Activities***Administration Salaries & Contracts**

Technical Director	\$19,523
Executive Director	\$23,262
Promotional Director	\$6,000
Business Manager	\$17,211
Marketing Manager	\$15,981
Box Office Manager	\$12,580
Development Asst.	\$6,000

Production Salaries **100,557**

Company Manager \$4,000

Master Carpenter \$6,000

SoDA Salaries **10,000**

Faculty \$30,000

Administrator \$6,000

Seasonal Directors & Designers **36,000**

Directors & Choreographers \$9,000

Costume Designers \$5,500

Lighting Designers \$3,000

Sound Designers \$1,000

18,500

Seasonal Actors & Musicians	Artistic Equity Company	\$4,950	
	Artistic Non Equity Company	\$13,000	
	Co. Per Diem/ Travel	\$4,000	
			21,950
Seasonal Production Personnel	Stage Managers	\$4,000	
	House Managers	\$5,200	
	Carpenters/Scenic Artists	\$12,200	
	Electricians	\$6,300	
	Booth Operators/Stage Crew	\$9,000	
	Sound & Track Operators	\$5,160	
			41,860
Personnel Costs	Payroll Taxes	\$18,931	
	Workers' Compensation	\$4,572	
	Staff Health Insurance	\$26,334	
	Staff Life Insurance	\$1,572	
	Equity Health Insurance	\$1,947	
	Equity Pension	\$396	
			53,752
Administration Expenses	Telephone	\$7,500	
	Postage	\$1,500	
	Office Supplies	\$4,500	
	Auto Expense	\$500	
			14,000
Facilities Costs	Forest Theater Maint & Utilit	\$15,000	
	Forest Theater Janitorial	\$7,200	
			22,200
Marketing	Print Advertising	\$4,100	
	Television Advertising	\$3,000	
	Concessions	\$9,000	
	Ticketing Services	\$6,200	
			22,300
Production Costs	Materials	\$14,000	
	Equipment Rentals	\$2,500	
	Properties	\$1,500	
	Lighting	\$1,500	
	Sound	\$2,300	
	Costumes/Make Up Supplies	\$2,000	
	Costume Cleaning	\$500	
	Royalties	\$24,785	
	Miscellaneous	\$3,516	
			52,601
TOTAL INCOME			393,720
TOTAL EXPENSE			393,720
TOTAL PROFIT/LOSS			(0)

no. 1-13-23

Pacific Repertory Theatre - 2023 Projected Budget - NO GB until New Year's Weekend

2023 ProjBud 10-24-2022		2022 PROG. TOTAL (not final)		2023 PROGRAM TOTAL (4+-show)		ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute
	TOTAL INCOME	1,390,631	1,390,631	1,111,520	1,111,520	609000	40000	42000	10560	227120	52920	55100	74820
	TOTAL EXPENSE	(1,187,966)	(1,187,966)	(1,253,885)	(1,253,885)	-930440	-20000	-41640	-7060	-117194	-61362	-49867	-26321
	End of year bal before debt serv	202,665	202,665	(142,365)	(142,365)	(321,440)	20,000	360	3,500	109,926	(8,442)	5,233	48,499
	TOTAL DEBT SERV	(17,710)	(17,710)	(21,252)	(21,252)								
	Transfer Sp Event \$ to Cap Campa	(73,140)	(73,140)										
	End of year bal w/DebtServ & Conting)	111,815	111,815	(163,617)	(163,617)								
	Prior year(s) carry-over	160,557	160,557	272,372	272,372								
	Adj General Op bal after carry-over	272,372	272,372	108,755	108,755	(321440)	20000	360	3500	109926	(8442)	5233	48499
	2019 Attendance: 27,202			2022 Attendance: 10000		2022 Attendance:	9000			8040	960	2080	630
2023 ProjBud 10-24-2022		2022 PROG. TOTAL (not final)		2023 PROGRAM TOTAL (4+-show)		ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute
acnts	EARNED INCOME/REVENUE	2FT shows + Concerts		2FT + 0 CT + 1GB						Aug 10-Sep 17, 2023	Oct 5-Oct 22,2023	Nov 25 -Dec 18, 2023	Dec 28 -31, 2023
4000	TICKETING REVENUE									# of perf: 24	# of perf: 12	# of perf: 8	# of perf: 3
										seats/perf	seats/perf	seats/perf	seats/perf
4010	SEASON SUBSCRIPTIONS	1,844		8,460						4320	10	2160	10
4020	SINGLE TICKETS -	242,030		261,520					10560	167700	325	22260	70
4030	GROUP SALES/BUY HOUSE	15,482		17,500						15000	1000	1500	0
4050	SERVICE CHARGES	30,000		34,030		5000	events, etc.			20100	2880	4160	1890
4050	Per Ticket fees FT (\$2.00 above \$10 tix)	20,734		20,000			20000						
4050	Per Ticket fee back to City (\$1 above \$10 tix)	(8,440)		(10,000)			-10000						
4050	Per Ticket fee Golden Bough	0		1,890									1,890
	TICKETING REVENUE		301,650		333,400		5000		10560	207120	28300	50100	22320
4060	EDUCATION												
4061	COMMUNITY COLLEGE STDNTS	2,677		0						0	0	0	0
4301	SODA TUITION:School (SoDA)	46,308		42,000				42000					
4320	FIELD TRIP REGISTRATIONS	0		0				0					
4350	SODASHOW PARTICIPANT FEES	170		0									
	EDUCATION REVENUE		49,155		42,000		0			0	0	0	0
4070	RELATED SALES												
4071	CONCESSION REVENUE	34,484		35,620		5000				20000	3120	5000	2500
4080	MERCHANDISING REVENUE	0		0		show dvd's, souvineers							
4120	PROGRAM AD SALES	0		5,000			5000						
	TOTAL RELATED SALES		34,484		40,620		5000			20000	3120	5000	2500
4200	OTHER INCOME												
4201	RENTS- FOREST THEATER	20,078		20,000			20000						
4202	RENTS- Golden Bough/EQUIPMENT	900		2,500		2500							
4203	RENTS- COSTUME	350		3,500		3500							
4250	RENTS- HOUSING	21,339		21,000		21000	7mox3K						
	TOTAL RENTAL INCOME		42,667		47,000		27000						0
4400	CONTRACT SERVICE (other)			0									
4401	CONTRACT SERVICES INCOME	4,475		10,000		10000	mpusd, etc.						
4402	CONTRACT SERVICES EXPENSE	(2,247)		(7,500)		-7500							
	NET CONTRACT INCOME		2,228		2,500		2500						
4005,	Other(interest, Dividends, Cap Gains,etc.	2,942		1,500		1500							
	Total other		2,942		1,500		1500						
					467,020	chk							
	TOTAL EARNED INCOME	433,126	433,126	467,020	467,020	41000	41000	35000	42000	10560	10560	227120	227120
										31420	31420	55100	55100
												24820	24820
2023 ProjBud 10-24-2022		2022 PROG. TOTAL (not final)		2023 PROGRAM TOTAL (4+-show)		ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute

2023 ProjBud 10-24-2022	2022 PROG. TOTAL (not final)	2023 PROGRAM TOTAL (4+show)	ADMINISTRATION	FT Mngmnt	Classes	TBA - Ail. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute
CONTRIBUTED INCOME										
4501 DONATIONS & PRIVATE GRANTS										
4520 INDIVIDUAL DONATIONS	52,670 (down fr \$100K)	55,000	50000					5000		
WAREHOUSE DONATION	48,000	40,000	40000							
4670 SoDA Underwriters (Sp.Event)	0 cancelled or cap	15,000	15000 w/sp. events							
4522 MC Gives (gb campaign)	0	0	0							
4525 INDIVIDUAL funs/founda.	4,300	10,000	10000							
4530 BOARD & Advisory Bd. DONATIONS	51,726 w/Loomis \$30K	50,000	50000							
4535 BOARD FOUND Bialek-Elliott	0 (\$25k to Cap)	25,000	25000							
TOTAL INDIV DONATIONS	156,696	195,000	190000					5000		
4570 EDUCATION/SoDA DONATIONS & GRANTS										
4575 SoDA SERVICE CLUBS/etc.	0 below	0 below in Business	0							
4571 SODA Indiv. /Family Fnd.	375	2,000	2000							
4573 CHAPMAN/Other Foundation	6,000	5,000	5000							
4577 HARDEN Foundation	15,000	15,000	15000							
4578 STAR Foundation	0	0	0							
4579 NANCY BUCK RANSOM Found	10,000	10,000	10000							
TOTAL EDU SUPPORT	31,375	32,000	32000							
4600 SPECIAL EVENTS										
4620 Spring/Summer EVENT:Tix & Product Sale	18,870	15,000	15000	100 x \$150 each (not including 40 sponsor/comp tix), total goal 140. Previous: 2021 total 116 attending (75pd +41 sponsors/comps)						
4625 Spring/Summer EVENT:Auction income	52,650	50,000	50000	Live Auction \$30Knet, Supersilent \$10Knet)						
7050 Spring/Summer EVENT EXPENSE	(32,880)	(20,000)	-20000	\$15K f&b++ (\$107ppx\$140), \$3K invites/décor/etc.						
4661 Spring/Summer Event Sponsors - Individu	17,250	15,000	15000							
4662 Spring/Summer Event Sponsors - Business	17,250	15,000	15000							
4625 Fall/Winter EVENT:Tix & Product Sales	3,450 canceled			Hold for GB Opening in Nov or Dec '23						
4625 Fall/Winter EVENT:Auction income	12,768 canceled			Hold for GB Opening in Nov or Dec '23						
4625 Fall/Winter EVENT EXPENSE	(3,252) canceled			Hold for GB Opening in Nov or Dec '23						
4661 Fall/Winter Event Sponsors - Individuals	13,000			Hold for GB Opening in Nov or Dec '23						
4662 Fall/Winter Event Sponsors - Business	1,000			Hold for GB Opening in Nov or Dec '23						
4635 Online Auctions	4,608	10,000	10000	Spring/Summer Event Online Auction, Nov/December Online Holiday Auction						
4636 Online Auction Expenses	0	(1,000)	(1,000)							
4660 NEW YEARS/other events	15,190	50,000		Dec 31 (250 at \$200), plus any smaller events thru the year (openings, offsite, dinner parties, etc)						
TOTAL SP EVENT INCOME	119,904	134,000	84000			0				50000
GRANTS										
4700 MAJOR FOUNDATIONS										
4718 BERKSHIRE FOUNDATION	50,000	50,000	50000							
4710 PACKARD FOUNDATION	50,000	50,000	40000					10000		
4715 MONT PEN FOUNDATION	45,000	45,000	45000							
4720 CFMC FOUNDATION FUNDS	6,218	6,500						6500		
4750 BARNET SEGAL	0 cap campaign in	10,000	10000							
GOVERNMENT		0								
Carmel-by-the-Sea Grant	3,000	3,000	3000							
MONTEREY COUNTY ARTS COUNTIL	5,000									
4775 OTHER GRANTS	6,600	9,000	4000	5000						
BUSINESS		0								
4850 SERVICE CLUBS/etc. (not SoDA above)	550	0	0							
4800 BUSINESS/CORPORATE Grants	14	10,000	10000							
TOTAL GRANTS	166,382	183,500	162000					16500		0
4900 SPECIAL PROJECTS/OTHER										
4707 SP.PRO - CONTRIBUTED (SVOG)	182,661	0								
4780 SP.PRO - CONTRIBUTED (CaRelief)	225,000	0								
4780 SP.PRO - CONTRIBUTED (CaRelief)	75,000	0								
4920 SP.PRO - EXPENSE	487	0	0							
EMPLOYEE RETENTION TAX CREDIT	0 tba	100,000	100000							
4950 PLANNED GIVING			100000							
TOTAL OTHER	483,148	100,000								
		644,500	check figures							
TOTAL CONTRIB. INCOME	957,505	644,500	568000	568000	5000	0	0	0	0	50000
TOTAL EARNED INCOME	433,126	467,020	41000	41000	35000	42000	10560	10560	227120	24820
TOTAL INCOME (COMBINED)	1,390,631	1,111,520	609000	609000	40000	42000	10560	10560	227120	74820

2023 ProjBud 10-24-2022	2022 PROG. TOTAL (not final)	2023 PROGRAM TOTAL (4+ show)	ADMINISTRATION	F1 Mngmnt	Classes	TBA - Aft. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute
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2023 ProjBud 10-24-2022	2022 PROG. TOTAL (not final)	2023 PROGRAM TOTAL (4+-show)	ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute
EXPENSE										
5001 ARTISTIC/PRODUCING SALARIES										
5005 ARTSTC DRCTR: KK	0	0						0		
5185 TECHNICAL DRCTR: PM	55,781 FT with ben	58,570 FT with ben	58570							
5100 ADMIN. SALARIES & CONTRACTS										
5105 EXEC.DIRECTOR:SM	88618 FT with ben	93,049 FT with ben	93049				0		0	
5115 DEV/MARKETING ADMINISTRATOR: JN	55000	57,750 FT w/ben \$26.50/h	57750							
5140 MARKETING MNGR:KK	45661 FT with ben	47,944 FT with ben	47944							
5110 SPONSORSHIP MANAGER		12,000 PT-20hrs/wk \$23/h	12000							
5120 DEVELOPMENT ASST - SH (pt)	20405 1/2 time	24,000 PT-20hrs/wk \$20/h	24000							
5125 BUSINESS MGR - JH	65564 FT with ben	68,842 FT with ben	68842							
5130 BOXOFFICE MGR:CW	35943 FT with ben	37,740 FT with ben (\$20/h)	37740							
5150 BOOKKEEPER -	6120	4,000	4000					0		
TOTAL ADMIN SALARIES	373,092	403,895	403895				0		0	0
5184 PRODUCTION SALARIES										
5193 COMPANY MANAGER -	4,500 3/4 time	12,000 1/2 time	12000							
5190 MASTER CARPENTER -	6,169 3/4 time	6,000	6000		0					
5195 ASSOCIATE TD -	0	0		0	0					
TOTAL PROD. SALARIES	10,669	18,000	0 18000				0	0	0	0
5169 SODA SALARIES								0		
5170 SODA ADMINISTRATOR	2,994	6,000 pt			6000		0		0	0
5175 SODA TEACHERS	35,125	30,000	0		30000					
TOTAL SODA SALARIES	38,119	36,000	0							
5200 SEASONAL DIRECTORS & DESIGNERS										
5210 DIRECTORS & CHOREOG.	15,000	13,000	0		0		4500	4000 above	4500	0
5220 SET DESIGN	0	0			0		0	0	0	
5230 CSTMR DESIGNR	8,582	8,500	0		0		3000	2000	2500	1000 z
5240 LIGHTING DESIGN	2,625	5,500	0		0		3000	2000	0	500
5250 SOUND DESIGNER	0	2,000					500	0	500	1000
5260 OTHER DESIGN:SOUND/VIDEO	0	250	0					0		250
TOTAL DIR/DSGNRS	26,207	29,250	0				11000	8000	7500	2750
5300 SEASONAL - ACTORS & MUSICIANS										
5310 ARTISTIC COMPANY - EQUI	6,550	11,950	0		0		4950 1x11wks	7000 2x7wks	0 1x11wks	
ARTISTIC COMPANY NON EQUI	20,915	28,400				4000	10500 3000+750*	9900 8 perf.	2500	1500 3 vocals
5325 COMPAN PER DIEMS/TRAVEL EX	9,977	4,000				0	1500	0	2500	
5330 HOUSING	0	0	0		0		0	0	0	
5340 ORCHESTRA (\$75/srvc)	500	5,000	0		0			0		5000 5 band mc
5345 MPC REGISTRATION	552	0					0	0	0	
5350 CONTRACT FEES: ACTORS	5,005	0								
5360 CONTRACT FEES: MUSICIANS	1,700	0				0				
TOTAL - ACTORS/MUSNS	45,199	49,350	0				16950	16900	5000	6500
5400 SEASONAL - PRODUCTION PERSONNEL										
5410 STAGE MANAGERS	9,240	17,800	8000		0		2000 sm, asm	5300 sm, asm	2000 sm, asm	500
5420 HOUSE MANAGERS	7,910	7,500	0		0		3600	1800	1600	500
5430 CARPENTRS/SCENIC ARTISTS	30,797	16,900	0		0		8000 5FTx6wks	4200 210hrs	4200 210hrs	500 140 hrs
5435 ELECTRICIANS	7,271	13,350	0				5250 225 hrs	1050 40 hrs	1050 40 hrs	6000 240 hrs
5440 BOOTH OPS/STAGE CREW	10,935	10,600	0		0		6600 8crew	600 2 crew	2400 6 crew	1000 4 crew
5445 SOUND & TRACK OPERATORS	2,460	6,840	0		0		3360 2@\$60per	960 1@\$60per	1800 2@\$60per	720 2x6@\$50per
TOTAL PROD SALARIES	68,613	72,990	8000				28810	13910	13050	9220
2023 ProjBud 10-24-2022	2022 PROG. TOTAL (not final)	2023 PROGRAM TOTAL (4+-show)	ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute

2023 ProjBud 10-24-2022		2022 PROG. TOTAL (not final)		2023 PROGRAM TOTAL (4+ show		ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute
5800	PERSONNEL COSTS												
5810	PAYROLL TAX	12,406		60,549		42990		3600	400	5526	3881	2305	1847
5820	WORKMAN'S CO	20,961		19,920		12897		1440	160	2210	1552	922	739
5830	STAFF HEALTH	82,746		87,780		87780	(9640*12)-\$1625/mo [50% of dependants]; -\$700/mo staff						
5825	STAFF LIFE/AD&D/Disa/BENS	4,076		4,716		4716	(393/mo x 12)						
5840	EQUITY/ssdc HEALTH	3,055		5,002		0				1947	3055		
5850	EQUITY PENSION at 8%	888		1,580		0				396	1184		
5899	PERSONNEL COSTS - MIS	20,000	bonuses	25,000		25000	. +6% . +6%						
5899	PERSONNEL COSTS - MIS		other			SM	93049	5583	5583				
5899	PERSONNEL COSTS - MIS	367	misc			JH	68842	4131	4131				
5899	PERSONNEL COSTS - MIS					PM	58570	3514					
5899	PERSONNEL COSTS - MIS					KK	47944	2877					
5899	PERSONNEL COSTS - MIS					CW	37740	2264					
5899	PERSONNEL COSTS - PENSION	17,494		18,369		18369		18369	9713				
5899	PERSONNEL COSTS - CATCHUP	9,251		9,713		9713							
	TOTAL PERSONNEL COST		171,244	232,629		201465		5040	560	10079	9672	3227	2586
				232,629									
				842,115									
5000	TOTAL PAYROLL EXPEN	733,143	733,143	842,115	842,115	631360	631360	41040	4560	66839	48482	28777	21056
													0
6000	ADMIN EXPENSE												0
6010	TELEPHO	20,614		20,000		20000		0		0	0	0	0
6020	OFFICE POSTA	2,598		3,000		3000		0		0	0	0	0
6030	OFFICE SUPPLI	5,674		5,500		5500		0		0	0	0	0
6040	DUES & SUBSCRIPTIONS/taxes/permi	10,306		11,000		11000		0		0	0	0	0
6050	EQUIPMENT:Lease pymts	6,314		8,000		8000	copiers,phones	0		0	0	0	0
6060	INSURANCE	22,399		22,500		22500		0		0	0	0	0
6070	AUTO EXPEN	5,646		1,000		1000		0		0	0	0	0
6080	TRAVEL & ENTERTAINMENT	180											
6090	AUDIT/REVIEW FE	27,400		18,000		18000		0		0	0	0	0
6095	FINANCE CHGS	177		200		200		0		0	0	0	0
6098	BANK/CCcharges	23,741		26,000		26000		0					
6099	AdminMISC, incl Invstmt Exp)	2,917		1,000		1000		0					
	TOTAL ADMIN EXPEN		127,966	116,200		116200				0	0	0	0
6500	FACILITY COSTS												0
6501	HOUSING EXPENSE	7,340		6,580		6580				0		0	0
6505	SALINAS WAREHOUSE EXPENSE	109,621	net \$40K	90,000		90000	10 MONTHS - net cost of \$5.3K	0		0	0	0	0
6505	ATC WAREHOUSE EXPENSE	14,000		12,000		12000	10 MONTHS - net cost of \$1.2K	0		0	0	0	0
6510	SODA CLASSES - Indoor Forest	807		0		0		0		0	0	0	0
6511	SODA CLASSES/FIELD TRIPS	212		0				0					0
6515	FOREST TH. UTILITIES/MAINTENANCE	12,154		15,000		0	15000	0					0
6516	OTHER FACILITY RENTALS	2,046	fairgrounds	0		0							
6530	GOLDEN BOUGH UTILITI	19,519		20,000		20000		0		0	0	0	0
6540	GOLDEN BOUGH SECURITY	4,371		4,200		4200		0		0	0	0	0
6560	GOLDEN BOUGH JANITORIAL	0		0		0		0		0	0	0	0
6570	GOLDEN BOUGH FACILITY SUPPLI	736		1,200		1200		0		0	0	0	0
6580	GB MAINTENANCE/REPAIR	1,882		0		0		0					
6531	CONDO UTILITIES	2,663		2,500		2500							
6585	CONDO REPAIR/MAINTENANCE	992		1,000		1000							
6590	GB COMPUTOR/FILM SYSTEM	5,649		5,000		5000		0		0			
6517	FOREST THEATER UPGRADES	11,226		0		0							
6571	FT FACILITY SUPPLIES	2,906		5,000		2500	2500	0			0		
	TOTAL FACILITY EXP		196,124	162,480		144980				0	0	0	0
2023 ProjBud 10-24-2022		2022 PROG. TOTAL (not final)		2023 PROGRAM TOTAL (4+ show		ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute

2023 ProjBud 10-24-2022		2022 PROG. TOTAL (not final)		2023 PROGRAM TOTAL (4+-show)		ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute
7000	DEVELOPMENT EXPENSE												
7020	FUNDRIVE (PRINTING,POSTAGE,ETC.	694		1,000		1000		0		0	0	0	0
7030	PATRON/PARTICIPANT RECOGNITIO	940		1,000		1000							
7040	ENTERTAINMENT/CULTIVATI	1,346		1,000		1000		0		0	0	0	0
7090	EXTRA EVENT - EXPENSE	130		500		500							
7099	DEV. MIS	1,233		1,250		1250		0		0	0	0	0
	TOTAL DEV EXPENSE		4,343		4,750		4750			0	0	0	0
8000	MARKETING/PUBLIC RELATIONS												
8010	PRINT Ads (Herald \$6150)	5,958		7,600		1000		600		1500	1500	1500	1500
8020	TV (some radio?)	2,360		5,500		1000		0		1500	0	1500	1500
8025	WEB	8,225		10,000		10000							
8100	SEASON BROCHURE PRINTING	0		250		250		0		0	0	0	0
8105	POSTAGE-SEA BROCHURE	0		500		500							
2	COPIER Printing/Maint.	3,698		3,000		3000		0		0	0	0	0
8115	POSTAGE:FLYERS/OTHER	0		0		0							
8220	PHOTO/VIDEOS	1,450		1,500		1500							
8230	OUTSIDE COPYING/PRINTI	24		0		0		0		0	0	0	0
8240	PROGRAMS - Covers/pap	727		1,000		1000 (cover)		0		0	0	0	0
8305	LOBBY/WINDOW DISPLAYS, et	1,971		1,500		1500		0					
8310	ENTERTAINMENT/CAST PARTYS	1,121		2,000		250		0		500	250	500	500
8350	CONCESSIONS (offset 4071)	17,286		19,500		9000				6500	1500	2500	0
8360	MERCHANDISING (offset 4080)	0		0		0							
8540	TICKET STOCK/ENVELOPE	0		0		0		0		0	0	0	0
8550	TICKETING SERVICE	6,131		7,855		2000				4020	480	1040	315
	TOTAL MARKETING EXP		48,951		60,205		31000			14020	3730	7040	3815
9000	PRODUCTION COSTS												
9060	MATERIALS	25,102		18,500		0		0		10000	4000	4000	500
9080	OTHER RENTALS	22,933 lift/flying		7,500		0			2500	5000	0	0	0
9115	PROPERTIES	1,102		1,200		400		0		150 and spfx	500	150 and spfx	0
9130	LIGHTING	1,603		1,900		0		0		1250	300	250	100
9150	SOUND	5,408		6,900		1500	2500	0		1900	100	400	500
9305	COSTUME/Make-up suppli	1,883		3,250		0		0		1000	1000	1000	250
9310	COSTUME cleani	844		1,100		250		0		250	250	250	100
9430	ROYALTIES	18,564		27,785		0		0		16785	3000	8000	0
9999	PRODUCTION EXP - Misc.	0		0		0		0		0	0	0	0
	TOTAL PROD. EXP		77,439		68,135		2150			36335	9150	14050	1450
	TOTAL EXPENSE	(1,187,966)	(1,187,966)	(1,253,885)	(1,253,885)	-930440	-20000	-41640	-7060	-117194	-117194	-61362	-61362
	TOTAL INCOME	1,390,631	1,390,631	1,111,520	1,111,520	609000	0	40000	42000	227120	227120	52920	52920
	Profit-(loss) / Contingency	202,665	202,665	(142,365)	(142,365)	(321440)	20000	360	3500	109926	109926	(8442)	(8442)
	less Sp Event \$ to Cap Campaig	(73,140)	(73,140)										
	NET ORDINARY INCOME	129,525	129,525	(142,365)	(142,365)	(321440)	20000	360	3500	109926	(8442)	5233	48499
	DEBT SERVICE												
	CORRAL DE TIERRA LAND (HALL TRUST)	(17710)	(17710)	(21252)	(21252)	Based on (12) Interest Only payments of \$1,771/mo for years 1-5, with payment reduction upon principal reduction.							
	TOTAL ANNUAL DEBT SERVICE	(17,710)	(17,710)	(21,252)	(21,252)								
	END OF YEAR BALANCE W/DEBT SERVICE	111,815	111,815	(163,617)	(163,617)								
2023 ProjBud 10-24-2022		2022 PROG. TOTAL (not final)		2023 PROGRAM TOTAL (4+-show)		ADMINISTRATION	FT Mngmnt	Classes	TBA - Alt. Loca.	1 FT1-ADDAMS FAMILY	2 FT2-Shakespr TBA	3 FT3-HOLIDAY MUSIC	4 GB1-New Years Tribute

Pacific Repertory Theatre

Balance Sheet

As of December 31, 2021

	<u>Dec 31, 21</u>
ASSETS	
Current Assets	
Other Current Assets	
1100 · Sec Deposits (Due to PacRep)	6,400.00
1090 · Cash Clearing	10,187.50
Total Other Current Assets	<u>16,587.50</u>
Accounts Receivable	
1234 · Accounts rec. general	(2,309.00)
1235 · Contributions Receivable II	15,999.96
1201 · Accounts Receivable	41,543.94
Total Accounts Receivable	<u>55,234.90</u>
Checking/Savings	
1001 · CHECKING ACCOUNTS	
1060 · CASH ON HAND - Box Office	1,488.00
1010 · Monterey County Bank (7093)	250,691.39
1018 · Mechanics - Checking (6382)	259,063.73
1019 · Wells Fargo (3332)	330,907.48
Total 1001 · CHECKING ACCOUNTS	<u>842,150.60</u>
1002 · INVESTMENT ACCOUNTS	
1030 · WFB-8670 Capital Money Mkt Fund	
1030.20 · Restricted - Forest Theatre	40,883.35
1030.50 · Packard Grant 2021-2022	50,000.00
1030 · WFB-8670 Capital Money Mkt Fund - Other	243,930.62
Total 1030 · WFB-8670 Capital Money Mkt Fund	<u>334,813.97</u>
1071 · Charles Schwab	
1071 · Charles Schwab - Other	(0.12)
1071-D · Charles Schwab Bank	73.03
1071-B · Chalres Schwab - CD'S	1,525.51
1071-C · Schwab Treasury Obligation	2,403,252.61
Total 1071 · Charles Schwab	<u>2,404,851.03</u>
Total 1002 · INVESTMENT ACCOUNTS	<u>2,739,665.00</u>
Total Checking/Savings	<u>3,581,815.60</u>
Total Current Assets	<u>3,653,638.00</u>
Fixed Assets	
1599 · Accum Dep	(1,333,610.29)
1550 · Concession Equipment	5,070.87
1526 · Assisted Listening System	6,302.14
1535 · Furniture	15,472.53
16402 · Vehicle - Ford Truck	45,348.38
1540 · Office Equipment	66,969.38
1520 · Costumes	108,971.85
1560 · Condominium Building	135,386.26
1525 · Production Equipment	288,441.14

Pacific Repertory Theatre

Balance Sheet

As of December 31, 2021

	<u>Dec 31, 21</u>
1505 · Golden Bough - Building	399,560.00
1515 · Land	825,370.44
1950 · Construction In Progress	1,077,152.43
1510 · Golden Bough - Improvements	<u>2,146,363.18</u>
Total Fixed Assets	3,786,798.31
Other Assets	
1750 · Pacific Repertory 457B Plan	77,244.63
1700 · Endowment investments	<u>198,915.05</u>
Total Other Assets	<u>276,159.68</u>
TOTAL ASSETS	<u><u>7,716,595.99</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2400 · Deferred Contributions	(107,500.00)
2050 · PAYROLL LIABILITIES	(77.63)
2055 · Equity Health Contr (co.)	0.01
2602 · Forest Theatre - Remodel Funds	40,883.74
2070 · 457(b) - Liability	<u>51,279.00</u>
Total Other Current Liabilities	(15,414.88)
Accounts Payable	
2001 · Accounts Payable	<u>936.39</u>
Total Accounts Payable	<u>936.39</u>
Total Current Liabilities	<u>(14,478.49)</u>
Total Liabilities	(14,478.49)
Equity	
3000 · Opening Bal Equity	78,648.00
3800 · Permanent Restricted Net Assets	163,831.00
Net Income	912,778.82
3100 · Unrestricted Net Assets	2,460,560.88
3900 · Temp Restricted Net Assets	<u>4,115,255.78</u>
Total Equity	<u>7,731,074.48</u>
TOTAL LIABILITIES & EQUITY	<u><u>7,716,595.99</u></u>

Pacific Repertory Theatre

Profit & Loss

January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
4000 · EARNED INCOME	
4001 · TICKETING REVENUE	
4010 · Season Subscriptions	1,100.00
4020 · Single Tickets	204,151.75
4030 · Group Sales/Buy the House	9,123.20
4050 · Service Charges	31,838.00
Total 4001 · TICKETING REVENUE	246,212.95
4060 · EDUCATION	
4061 · Community College Students	4,819.50
4301 · SoDA Tuition - Lower Schools	77,075.00
Total 4060 · EDUCATION	81,894.50
4070 · RELATED SALES	
4071 · Concession Revenue	18,367.29
4120 · Program Ad Sales - Gross	200.00
Total 4070 · RELATED SALES	18,567.29
4200 · RENTAL INCOME	
4250 · Rents/Housing	19,666.94
4201 · Rents - Theatre	(1,000.00)
4202 · Rents - Equipment	100.00
4203 · Rents - Costumes	50.00
Total 4200 · RENTAL INCOME	18,816.94
4400 · CONTRACT SERVICES	
4401 · Contract Services Income	10,930.00
4402 · Contract Services Expense	(3,618.66)
Total 4400 · CONTRACT SERVICES	7,311.34
4005 · Interest Income - Banks	42.80
4204 · Dividend Income	3,113.98
4205 · Capital Gains - Short Term	(76.95)
4210 · Capital Gains - Long Term	31.82
4215 · Unrealized Capital Gains	12,648.77
Total 4000 · EARNED INCOME	388,563.44
4500 · CONTRIBUTED INCOME	
4520-01 · MC Gives	33,905.11
4501 · DONATIONS & PRIVATE GRANTS	
4520.w · Donation - warehouse	32,000.00
4670 · Sponsors/Underwriters	14,785.12
4520 · Individual Donations	112,567.74
4525 · Individual Funds & Foundations	14,100.00
4530 · Board Donations	70,707.65
Total 4501 · DONATIONS & PRIVATE GRANTS	244,160.51
4570 · EDUCATION SoDA DONATIONS/GRANTS	
4577 · Harden Foundation	15,000.00
4579 · Nancy Buck Ransom Foundation	20,000.00
4571 · SoDA Ind. Donations/Family Fdns	2,435.00
4573 · Chapman/Other SoDA Grants	2,776.86
Total 4570 · EDUCATION SoDA DONATIONS/GRANTS	40,211.86
4600 · SPECIAL EVENTS	
4636 · Online Auction income	13,120.00
4661 · Event Sponsor-Individual	7,000.00
4662 · Event Sponsor-Business	8,500.00
4620 · Spring Event - Ticket Income	390.00
4625 · Spring Event - Auction Income	6,580.00

Pacific Repertory Theatre

Profit & Loss

January through December 2021

	Jan - Dec 21
7050 · Spring Event Expense	(4,809.13)
4630 · Fall Event - Ticket Income	14,150.00
4635 · Fall Event - Auction Income	40,855.00
7060 · Fall Event Expense	(9,163.74)
4660 · New Years/Other Events	
Total 4600 · SPECIAL EVENTS	76,622.13
4700 · FOUNDATIONS & OTHER GRANTS	
4705 · MAJOR FOUNDATIONS	
4718 · Berkshire Foundation	40,000.00
4710 · Packard Foundation	70,000.00
4720 · CFMC Foundation(s)	5,842.37
4750 · Barnet Segal	10,000.00
4775 · Other Grants	2,500.00
Total 4705 · MAJOR FOUNDATIONS	128,342.37
4707 · GOVERNMENTAL	
4707.01 · Federal Grant	365,330.00
4780 · State - SBA	25,000.00
4790 · City of Carmel	3,000.00
Total 4707 · GOVERNMENTAL	393,330.00
4709 · BUSINESS/OTHER	
4850 · Service Clubs/Organizations	3,500.00
4890 · Business/Corp. Grants/Donations	4,675.15
Total 4709 · BUSINESS/OTHER	8,175.15
Total 4700 · FOUNDATIONS & OTHER GRANTS	529,847.52
Total 4500 · CONTRIBUTED INCOME	924,747.13
Total Income	1,313,310.57
Gross Profit	1,313,310.57
Expense	
5000 · PAYROLL & CONTRACTS EXPENSE	
5001 · ARTISTIC/PRODUCING SALARIES	
5005 · Artistic Director	4,000.00
5185 · Tech/Assoc. Artistic Director	54,156.00
Total 5001 · ARTISTIC/PRODUCING SALARIES	58,156.00
5100 · ADMIN. SALARIES & CONTRACTS	
5105 · Executive Director	86,037.12
5115 · Development & Marketing Exec.	36,666.72
5120 · Development Asst.	11,320.06
5125 · Business Manager	63,654.00
5130 · Box Office Manager	34,896.00
5140 · Marketing Manager	44,331.12
5150 · Marketing Assistant/Bookkeeper	4,345.86
5155 · Contract Marketing	11,750.00
Total 5100 · ADMIN. SALARIES & CONTRACTS	293,000.88
5169 · SoDA SALARIES	
5170 · SoDA Administrators	2,107.50
5175 · SoDA Teachers	30,484.25
Total 5169 · SoDA SALARIES	32,591.75
5184 · PRODUCTION SALARIES	
5431 · Master Carpenter- Hourly	8,155.00
5193 · Company Manager	20,147.50
Total 5184 · PRODUCTION SALARIES	28,302.50

Pacific Repertory Theatre
Profit & Loss
 January through December 2021

	Jan - Dec 21
5200 · SEASONAL -DIRECTORS & DESIGNERS	
5210 · Directors & Choreographers	3,000.00
5230 · Cstmr Designer (& Assts.)	4,200.00
5240 · Lighting Designers	3,800.00
Total 5200 · SEASONAL -DIRECTORS & DESIGNERS	11,000.00
5300 · SEASONAL - ACTORS & MUSICIANS	
5310 · Artistic Company - Equity	200.00
5320 · Artistic Company - Non-Equity	25,025.00
5325 · Company Per Diems/Travel Exp.	5,692.34
5340 · Orchestra (\$75 service)	1,900.00
5345 · MPC Registration	1,242.00
5350 · Contract Fees - Actors	300.00
5360 · Contract Fees - Musicians	2,750.00
Total 5300 · SEASONAL - ACTORS & MUSICIANS	37,109.34
5400 · SEASONAL - PRODUCTION PERSONNEL	
5445 · Sound Operator	4,200.00
5435 · Electricians	6,178.75
5410 · Stage Managers/ASM's	4,015.00
5420 · House Managers	7,571.30
5430 · Carpenters/ME/Scenic	19,689.53
5440 · Board Ops/Crews	8,725.00
Total 5400 · SEASONAL - PRODUCTION PERSONNEL	50,379.58
5800 · PERSONNEL COSTS	
5810 · Payroll Taxes	49,514.19
5820 · Workers Compensation Insurance	18,791.00
5830 · Benefits/Staff Health	107,537.25
5831 · Benefits / Staff Life Ins	3,969.01
5840 · Equity Health Ins(Co.)	317.49
58000 · PR Tax/WC - Capital Campaign	(3,720.03)
5800 · PERSONNEL COSTS - Other	77.62
Total 5800 · PERSONNEL COSTS	176,486.53
5000 · PAYROLL & CONTRACTS EXPENSE - Other	19,735.47
Total 5000 · PAYROLL & CONTRACTS EXPENSE	706,762.05
6000 · ADMINSTRATIVE EXPENSE	
6010 · Telephone	15,775.36
6020 · Office Postage & Delivery	2,262.91
6030 · Office Supplies	3,751.00
6040 · Dues/Subs/Permits/Taxes	12,747.95
6050 · Equipment Leases	15,778.91
6060 · Insurance	16,926.28
6070 · Auto Expense	4,287.77
6080 · Travel & Entertainment	105.17
6090 · Audit/Review Fees	24,164.80
6095 · Finance Charges/Penalties	913.61
6098 · Bank Charges/Returns	20,356.42
6099 · Administrative Exp - Misc.	1,307.17
6240 · Investment Expense	1,550.41
Total 6000 · ADMINSTRATIVE EXPENSE	119,927.76
6500 · FACILITY COSTS	
6501 · Housing Expense	6,168.00
6511 · Soda classes/Field Trips	239.83
6505 · Warehouse	101,108.56
6510 · SoDA Classes/Studio	4,072.98
6515 · Forest Theatre Rent	17,111.30
6516 · Other Facility Rentals	6,987.00
6530 · G.B. Utilities	24,395.51
6540 · G.B. Security	1,571.73

Pacific Repertory Theatre
Profit & Loss
January through December 2021

	Jan - Dec 21
6560 · G.B. Janitorial Services	3,900.00
6570 · G.B. Facility Supplies	1,105.66
6580 · G.B. Maintenance & Repairs	2,396.31
6590 · G.B. Computer Systems	5,878.80
6585 · Condo - Repair & Maint.	76.04
Total 6500 · FACILITY COSTS	175,011.72
7000 · DEVELOPMENT EXPENSE	
7020 · Fund Drive	1,549.47
7030 · Patron/Participant Recognition	71.02
7090 · Open/Closing Gala Expenses	864.17
7095 · Volunteer Event Expense	64.20
Total 7000 · DEVELOPMENT EXPENSE	2,548.86
8000 · MARKETING/PR	
8010 · Newspapers/Print Ads	6,228.00
8020 · TV/Radio Ads	2,712.00
8025 · Web	4,931.97
8110 · Maint. Copier	3,040.07
8220 · Photo & Video/CD Production	1,032.99
8230 · Outside Copying & Printing	20.48
8305 · Lobby/Window/Exterior Displays	522.00
8310 · Entertainment/Cast Parties	2,354.94
8350 · Concession Inventory	13,403.34
8540 · Ticket Stock & Envelopes	216.32
8550 · Ticketing Service	4,634.76
Total 8000 · MARKETING/PR	39,096.87
9000 · PRODUCTION COSTS	
9060 · Set Materials	18,682.37
9080 · Other Rentals	25,990.17
9115 · Properties & Weapons	2,165.78
9130 · Lighting	970.40
9150 · Sound	3,423.20
9305 · Costumes & Make Up Supplies	3,858.79
9430 · Royalties	15,157.40
9999 · Production Exp - Misc.	177.93
Total 9000 · PRODUCTION COSTS	70,426.04
Total Expense	1,113,773.30
Net Ordinary Income	199,537.27
Other Income/Expense	
Other Income	
4502 · CAMPAIGN INCOME	
4502.11 · Capital Campaign Interest Inc.	9,374.16
4502.10 · Capital Campaign Dividend Inc.	287.26
4551 · Endowment fund contributions	25.00
4541 · Foundations-CAPITAL Camp/Restri	100,000.00
4531 · Board Member-CAPITAL Camp/Restr	145,284.95
4526 · Business-CAPITAL Camp/Restrict	5,000.00
4521 · Individuals-CAPITAL Camp/Restri	284,587.00
Total 4502 · CAMPAIGN INCOME	544,558.37
4510 · 457(b) Investment Earnings	6,935.68
10000 · Stabilization Fund	1,247.33
Total Other Income	552,741.38
Other Expense	
5900 · CAMPAIGN DEVELOPMENT	
5953 · Cap. Camp. Printing & Marketing	2,988.50
5951 · Capital Campaign Director	48,138.81

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Accrual Basis

Pacific Repertory Theatre
Profit & Loss
January through December 2021

	Jan - Dec 21
Total 5900 - CAMPAIGN DEVELOPMENT	51,127.31
Total Other Expense	51,127.31
Net Other Income	501,614.07
Net Income	701,151.34

Pacific Repertory Theatre

Balance Sheet

As of December 31, 2022

	Dec 31, 22
ASSETS	
Current Assets	
Checking/Savings	
1001 · CHECKING ACCOUNTS	
1003 · Santa Cruz County Bank (2591)	40,351.23
1019 · Wells Fargo (3332)	164,250.99
1010 · Monterey County Bank (7093)	272,012.67
1018 · Mechanics - Checking (6382)	249,945.73
1060 · CASH ON HAND - Box Office	1,488.00
Total 1001 · CHECKING ACCOUNTS	728,048.62
1002 · INVESTMENT ACCOUNTS	
1039 · SCCB- Capital Campaign (2645)	2,613,094.79
1071 · Charles Schwab	
1071-C · Schwab Treasury Obligation	7,720.32
1071-D · Charles Schwab Bank	73.03
1071 · Charles Schwab - Other	(0.12)
Total 1071 · Charles Schwab	7,793.23
1030 · WFB-8670 Capital Money Mkt Fund	
1030.20 · Restricted - Forest Theatre	25,883.35
1030 · WFB-8670 Capital Money Mkt Fund - Other	620,132.05
Total 1030 · WFB-8670 Capital Money Mkt Fund	646,015.40
Total 1002 · INVESTMENT ACCOUNTS	3,266,903.42
Total Checking/Savings	3,994,952.04
Accounts Receivable	
1235 · Contributions Receivable II	247,999.96
1201 · Accounts Receivable	8,350.00
1150 · A/R - Government Grants	237,214.00
Total Accounts Receivable	493,563.96
Other Current Assets	
1105 · Equity Bond	5,191.00
1100 · Sec Deposits (Due to PacRep)	5,400.00
1499 · Undeposited Funds	(625.00)
1900 · Prepaid Expense	21,950.00
Total Other Current Assets	31,916.00
Total Current Assets	4,520,432.00
Fixed Assets	
1560 · Condominium Building	135,386.26
1505 · Golden Bough - Building	399,560.00
1510 · Golden Bough - Improvements	2,146,363.18
1515 · Land	825,370.44
1515CDT · Land - Corral deTierra	525,000.00
1520 · Costumes	108,971.85
1525 · Production Equipment	291,022.83
1526 · Assisted Listening System	6,302.14
16402 · Vehicle - Ford Truck	45,348.38
1535 · Furniture	15,472.53
1540 · Office Equipment	66,969.38
1550 · Concession Equipment	5,070.87
1950 · Construction In Progress	2,160,218.67
1599 · Accum Dep	(1,419,322.29)
Total Fixed Assets	5,311,734.24

Pacific Repertory Theatre
Balance Sheet
As of December 31, 2022

	Dec 31, 22
Other Assets	
1700 · Endowment investments	161,282.98
1750 · Pacific Repertory 457B Plan	110,255.03
Total Other Assets	271,538.01
TOTAL ASSETS	10,103,704.25
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2001 · Accounts Payable	79,625.90
Total Accounts Payable	79,625.90
Other Current Liabilities	
2410 · Refundable Advances	126,695.00
2070 · 457(b) - Liability	90,196.00
2602 · Forest Theatre - Remodel Funds	40,883.74
2140 · A/P Payroll - Equity Dues/Fees	(115.20)
2300 · Deferred Rev - Subscriptions	1,100.00
2400 · Deferred Contributions	50,000.00
2600 · Sec.Dep on Hold (Due to others)	250.00
2601 · A/P Ticket Sales for others	(30.00)
Total Other Current Liabilities	308,979.54
Total Current Liabilities	388,605.44
Long Term Liabilities	
2115CDT · Note Payable-Hall/Nelson Trust	472,500.00
Total Long Term Liabilities	472,500.00
Total Liabilities	861,105.44
Equity	
3800 · Permanent Restricted Net Assets	163,831.00
3100 · Unrestricted Net Assets	2,460,859.88
3000 · Opening Bal Equity	78,648.00
3900 · Temp Restricted Net Assets	4,743,228.42
Net Income	1,796,031.51
Total Equity	9,242,598.81
TOTAL LIABILITIES & EQUITY	10,103,704.25

Pacific Repertory Theatre
Profit & Loss
 January through December 2022

	Jan - Dec 22
Ordinary Income/Expense	
Income	
4000 · EARNED INCOME	
4001 · TICKETING REVENUE	
4010 · Season Subscriptions	1,844.00
4020 · Single Tickets	242,080.33
4030 · Group Sales/Buy the House	15,482.00
4050 · Service Charges	42,070.00
4001 · TICKETING REVENUE - Other	234.00
Total 4001 · TICKETING REVENUE	301,710.33
4060 · EDUCATION	
4061 · Community College Students	2,677.50
4301 · SoDA Tuition - Lower Schools	46,308.00
4060 · EDUCATION - Other	170.00
Total 4060 · EDUCATION	49,155.50
4070 · RELATED SALES	
4071 · Concession Revenue	34,496.01
Total 4070 · RELATED SALES	34,496.01
4200 · RENTAL INCOME	
4211 · Warehouse rental inc.	300.00
4201-FT · Forest Theater rental Income	19,777.76
4250 · Rents/Housing	21,338.84
4201 · Rents - Theatre	500.00
4202 · Rents - Equipment	400.00
4203 · Rents - Costumes	350.00
Total 4200 · RENTAL INCOME	42,666.60
4400 · CONTRACT SERVICES	
4401 · Contract Services Income	4,475.32
4402 · Contract Services Expense	(2,247.41)
Total 4400 · CONTRACT SERVICES	2,227.91
4005 · Interest Income - Banks	298.47
4204 · Dividend Income	2,643.39
Total 4000 · EARNED INCOME	433,198.21
4500 · CONTRIBUTED INCOME	
4501 · DONATIONS & PRIVATE GRANTS	
4520.w · Donation - warehouse	52,000.00
4520 · Individual Donations	58,213.85
4525 · Individual Funds & Foundations	4,300.00
4530 · Board Donations	21,725.68
Total 4501 · DONATIONS & PRIVATE GRANTS	136,239.53
4570 · EDUCATION SoDA DONATIONS/GRANTS	
4577 · Harden Foundation	15,000.00
4579 · Nancy Buck Ransom Foundation	10,000.00
4571 · SoDA Ind. Donations/Family Fdns	375.00
4573 · Chapman/Other SoDA Grants	6,000.00
Total 4570 · EDUCATION SoDA DONATIONS/GRANTS	31,375.00
4600 · SPECIAL EVENTS	
4636 · Online Auction income	4,608.00
4661 · Event Sponsor-Individual	13,000.00
4662 · Event Sponsor-Business	1,000.00
4620 · Spring Event - Ticket Income	
4625 · Spring Event - Auction Income	
7050 · Spring Event Expense	
4630 · Fall Event - Ticket Income	3,450.00

Pacific Repertory Theatre
Profit & Loss
January through December 2022

	Jan - Dec 22
4635 · Fall Event - Auction Income	12,993.00
7060 · Fall Event Expense	(3,252.16)
4660 · New Years/Other Events	15,190.00
Total 4600 · SPECIAL EVENTS	46,988.84
4700 · FOUNDATIONS & OTHER GRANTS	
4705 · MAJOR FOUNDATIONS	
4718 · Berkshire Foundation	50,000.00
4710 · Packard Foundation	50,000.00
4715 · Mont Pen Foundation	45,000.00
4720 · CFMC Foundation(s)	6,217.54
4775 · Other Grants	6,600.00
Total 4705 · MAJOR FOUNDATIONS	157,817.54
4707 · GOVERNMENTAL	
4707.01 · Federal Grant	182,661.25
4730 · Monterey County Arts Council	5,000.00
4780 · State - SVOG	300,000.00
4790 · City of Carmel	3,000.00
Total 4707 · GOVERNMENTAL	490,661.25
4709 · BUSINESS/OTHER	
4850 · Service Clubs/Organizations	550.00
4890 · Business/Corp. Grants/Donations	13.88
Total 4709 · BUSINESS/OTHER	563.88
Total 4700 · FOUNDATIONS & OTHER GRANTS	649,042.67
4900 · SPECIAL PROJECTS	
4920 · Special Projects - Expenses	487.03
Total 4900 · SPECIAL PROJECTS	487.03
Total 4500 · CONTRIBUTED INCOME	864,133.07
9998 · Suspense Account - Income	362.10
Total Income	1,297,693.38
Gross Profit	1,297,693.38
Expense	
6605CDT · Interest Exp -Hall/Nelson Trust	17,718.80
5000 · PAYROLL & CONTRACTS EXPENSE	
5001 · ARTISTIC/PRODUCING SALARIES	
5185 · Tech/Assoc. Artistic Director	55,781.04
Total 5001 · ARTISTIC/PRODUCING SALARIES	55,781.04
5100 · ADMIN. SALARIES & CONTRACTS	
5105 · Executive Director	88,618.00
5115 · Development & Marketing Exec.	55,000.00
5120 · Development Asst.	20,405.00
5125 · Business Manager	65,564.00
5130 · Box Office Manager	35,943.12
5140 · Marketing Manager	45,661.00
5150 · Marketing Assistant/Bookkeeper	6,119.73
Total 5100 · ADMIN. SALARIES & CONTRACTS	317,310.85
5169 · SoDA SALARIES	
5170 · SoDA Administrators	2,993.75
5175 · SoDA Teachers	35,125.39
Total 5169 · SoDA SALARIES	38,119.14
5184 · PRODUCTION SALARIES	

Pacific Repertory Theatre
Profit & Loss
January through December 2022

	Jan - Dec 22
5431 · Master Carpenter- Hourly	6,168.75
5193 · Company Manager	4,500.00
Total 5184 · PRODUCTION SALARIES	10,668.75
5200 · SEASONAL -DIRECTORS & DESIGNERS	
5210 · Directors & Choreographers	15,000.00
5230 · Cstmr Designer (& Assts.)	8,582.00
5240 · Lighting Designers	2,625.00
Total 5200 · SEASONAL -DIRECTORS & DESIGNERS	26,207.00
5300 · SEASONAL - ACTORS & MUSICIANS	
5310 · Artistic Company - Equity	6,550.00
5320 · Artistic Company - Non-Equity	20,915.00
5325 · Company Per Diems/Travel Exp.	9,976.79
5340 · Orchestra (\$75 service)	500.00
5345 · MPC Registration	552.00
5350 · Contract Fees - Actors	5,004.80
5360 · Contract Fees - Musicians	1,700.00
Total 5300 · SEASONAL - ACTORS & MUSICIANS	45,198.59
5400 · SEASONAL - PRODUCTION PERSONNEL	
5445 · Sound Operator	2,460.00
5435 · Electricians	7,270.56
5410 · Stage Managers/ASM's	9,365.00
5420 · House Managers	7,910.30
5430 · Carpenters/ME/Scenic	30,797.43
5440 · Board Ops/Crews	10,810.00
Total 5400 · SEASONAL - PRODUCTION PERSONNEL	68,613.29
5800 · PERSONNEL COSTS	
5810 · Payroll Taxes	12,405.54
5820 · Workers Compensation Insurance	20,961.00
5830 · Benefits/Staff Health	82,745.52
5831 · Benefits / Staff Life Ins	4,075.82
5840 · Equity Health Ins(Co.)	3,054.47
5850 · Equity Pension Expense (8%-Co)	888.00
5899 · Personnel Costs - Misc.	59.19
Total 5800 · PERSONNEL COSTS	124,189.54
5000 · PAYROLL & CONTRACTS EXPENSE - Other	26,093.00
Total 5000 · PAYROLL & CONTRACTS EXPENSE	712,181.20
6000 · ADMINSTRATIVE EXPENSE	
6010 · Telephone	21,076.11
6020 · Office Postage & Delivery	2,597.80
6030 · Office Supplies	5,673.80
6040 · Dues/Subs/Permits/Taxes	10,305.76
6050 · Equipment Leases	6,314.28
6060 · Insurance	24,601.16
6070 · Auto Expense	5,646.23
6080 · Travel & Entertainment	180.00
6090 · Audit/Review Fees	27,400.00
6095 · Finance Charges/Penalties	176.57
6098 · Bank Charges/Returns	23,750.53
6099 · Administrative Exp - Misc.	1,367.94
6240 · Investment Expense	1,549.04
Total 6000 · ADMINSTRATIVE EXPENSE	130,639.22
6500 · FACILITY COSTS	
6571 · FT Facility Suplies	2,905.64
6518 · FT Utilities/Maintanance	12,153.60
6531 · Utilities - Condo	2,663.44

Pacific Repertory Theatre
Profit & Loss
January through December 2022

	Jan - Dec 22
6517 · Forest Theater Upgrades	11,225.92
6501 · Housing Expense	7,339.91
6511 · Soda classes/Field Trips	211.58
6505 · Warehouse	123,974.04
6510 · SoDA Classes/Studio	806.98
6516 · Other Facility Rentals	2,046.50
6530 · G.B. Utilities	19,518.65
6540 · G.B. Security	4,371.38
6570 · G.B. Facility Supplies	736.14
6580 · G.B. Maintenance & Repairs	1,882.11
6590 · G.B. Computer Systems	5,648.53
6585 · Condo - Repair & Maint.	992.32
Total 6500 · FACILITY COSTS	196,476.74
7000 · DEVELOPMENT EXPENSE	
7020 · Fund Drive	693.60
7030 · Patron/Participant Recognition	940.03
7040 · Entertainment/Cultivation	1,346.34
7090 · Open/Closing Gala Expenses	129.79
7099 · Development Misc.	1,233.30
Total 7000 · DEVELOPMENT EXPENSE	4,343.06
8000 · MARKETING/PR	
8010 · Newspapers/Print Ads	6,258.00
8020 · TV/Radio Ads	2,360.00
8025 · Web	8,225.54
8110 · Maint. Copier	3,763.75
8220 · Photo & Video/CD Production	1,450.00
8230 · Outside Copying & Printing	23.66
8240 · Theatre Programs	727.35
8305 · Lobby/Window/Exterior Displays	1,971.47
8310 · Entertainment/Cast Parties	1,120.84
8350 · Concession Inventory	17,285.60
8550 · Ticketing Service	6,130.80
Total 8000 · MARKETING/PR	49,317.01
9000 · PRODUCTION COSTS	
9060 · Set Materials	25,242.14
9080 · Other Rentals	22,932.50
9115 · Properties & Weapons	4,207.17
9130 · Lighting	1,603.72
9150 · Sound	5,408.03
9305 · Costumes & Make Up Supplies	1,883.09
9310 · Costume Cleaning	844.30
9430 · Royalties	18,564.49
Total 9000 · PRODUCTION COSTS	80,685.44
Total Expense	1,191,361.47
Net Ordinary Income	106,331.91
Other Income/Expense	
Other Income	
4215 · Unrealized CapGain Endowment	(44,154.82)
4502 · CAMPAIGN INCOME	
4558 · Event Individual Sponsors	17,250.00
4557 · Event Business Sponsors	16,250.00
4556 · Special Event-Auction Inc.	52,650.00
4555 · Special Event- Tickets	18,870.00
4552 · Endowment Capital Gains	274.45
4502.11 · Capital Campaign Interest Inc.	1,037.93
4502.10 · Capital Campaign Dividend Inc.	303.45
4541 · Foundations-CAPITAL Camp/Restri	589,458.45
4531 · Board Member-CAPITAL Camp/Restr	324,115.91

Pacific Repertory Theatre
Profit & Loss
January through December 2022

	Jan - Dec 22
4526 · Business-CAPITAL Camp/Restricte	2,950.00
4521 · Individuals-CAPITAL Camp/Restri	91,365.00
4502 · CAMPAIGN INCOME - Other	1,000.00
Total 4502 · CAMPAIGN INCOME	1,115,525.19
10000 · Stabilization Fund	150,000.00
12000 · Corral de Tierra	
12122 · CDT donations	514,500.00
Total 12000 · Corral de Tierra	514,500.00
Total Other Income	1,735,870.37
Other Expense	
6600 · CORRAL DI TIERRA	
6610CDT · Corral deTierra Expense	11,471.14
6630CDT · Corral deTierra - Maintenance	500.00
Total 6600 · CORRAL DI TIERRA	11,971.14
5900 · CAMPAIGN DEVELOPMENT	
5956 · Special Event exp.	32,879.83
5953 · Cap. Camp. Printing & Marketing	694.80
Total 5900 · CAMPAIGN DEVELOPMENT	33,574.63
9500 · Prior Year(s) Expenses	625.00
Total Other Expense	46,170.77
Net Other Income	1,689,699.60
Net Income	1,796,031.51